

Message Text

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PAGE 01 STATE 255738

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INFO OCT-01 NEA-10 ISO-00 EB-07 /018 R

DRAFTED BY COM/BIC/OED/OBOD/OPIOS: DCSTOW/LM

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COM/BIC/OED/OBOD/OPIOS: DOGORDON

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R 290005Z OCT 75

FM SECSTATE WASHDC

TO AMCONSUL BOMBAY

INFO AMEMBASSY NEW DELHI

AMCONSUL CALCUTTA

AMCONSUL MADRAS

UNCLAS STATE 255738

E.O. 11652: N/A

TAGS: BTIO, IN

SUBJECT: INVESTMENT OPPORTUNITY: TECHNOLOGY FOR MANUFACTURING BENZENE HEXA CHLORIDE (BHC)

REF: BOMBAY'S T-2684, 10/20/75

1. CHARLES KINSMAN OF HOOKER CHEMICALS AND PLASTICS INFORMS COMMERCE'S OVERSEAS PRODUCTS AND INVESTMENT OPPORTUNITIES STAFF (OPIOS) THAT FIRM RETAINS INTEREST IN THIS PROJECT AND WILL COMMUNICATE WITH DALAL THROUGH HOOKER'S AGENT IN BOMBAY, INDMAG.

2. DAVID R. SCHEFF OF STAUFFER CHEMICAL STATES THAT DALAL'S MOST PRACTICAL APPROACH IS THROUGH KREBS OF SWITZELA SWITZERLAND BECAUSE KREBS RECENTLY SUPPLIED THIS TECHNOLOGY FOR A PLANT IN PAKISTAN, AND IS WELL EQUIPPED TO NEGOTIATE WITH DALAL.

3. HOWEVER, IF DALAL CONTACTS KREBS AND DOES NOT GET AN APPROPRIATE RESPONSE, SCHEFF WILL BE GLAD TO RECEIVE A
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PROPOSAL DIRECTLY FROM DALAL.

4. IN VIEW OF ABOVE, WE SUGGEST WAITING FOR OUTCOME OF
DALAL'S NEGOTIATIONS WITH HOOKER AND STAUFFER BEFORE CON-

TACTING ADDITIONAL FIRMS ABOUT THIS PROJECT. IF NEGOTIA-
TIONS ARE NOT FRUITFUL, WE WILL BE GLAD TO DISSEMINATE
THIS OPPORTUNITY TO OTHER COMPANIES. KISSINGER

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